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Message Text

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ACTION EA-09

INFO OCT-01 EUR-12 ISO-00 AGRE-00 AID-05 CIAE-00 COME-00
EB-08 FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 XMB-02
OPIC-03 SP-02 CIEP-01 LAB-04 SIL-01 OMB-01 NSC-05
SS-15 STR-04 CEA-01 L-03 H-01 PA-01 PRS-01 DODE-00
/096 W
----------150955Z 045527 /10
R 150848Z FEB 77
FM AMEMBASSY MANILA
TO SECSTATE WASHDC 6029
INFO AMEMBASSY BANGKOK
AMEMBASSY JAKARTA
AMEMBASSY KUALA LUMPUR
AMEMBASSY SINGAPORE
AMEMBASSY TOKYO
AMEMBASSY MOSCOW
AMCONGEN HONG KONG
USLO PEKING
CINCPAC

C O N F I D E N T I A L SECTION 1 OF 2 MANILA 2311

CINCPAC ALSO FOR POLAD

E O 11652: GDS
TAGS: EGEN, PFOR, RP, VN
SUBJ: RP CHAMBER OF COMMERCE MISSION TO HANOI

REF: MANILA 2271

SUMMARY. PHILIPPINE CHAMBER OF COMMERCE TRADE MISSION TO HANOI ELICITED POSITIVE SRV CHAMBER OF COMMERCE RESPONSE TO HARMONIZING ITS TRADE WITH ASEAN. PHILIPPINES WERE INTERESTED IN IMPORTING ANTHRACITE COAL, SALT, MANGANESE AND TIN, WHILE SRV IS CONSIDERING PURCHASES OF PHILIPPINE SUGAR AND CEMENT. NO COMMERCIAL DEALS WERE MADE, AND VISIT CONFIDENTIAL

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CONCLUDED WITH AN AGREEMENT ON COOPERATION AND DEVELOPMENT OF TRADE. END SUMMARY

1. SIXTO K. ROXAS III, PRESIDENT OF BANCOM DEVELOPMENT CORPORATION AND ONE OF THE COUNTRY'S LEADING FINANCIERS WHO WAS RECENTLY ELECTED TO THE BOARD OF SIME DARBY, HAS PROVIDED ANOTHER VIEW OF THE VISIT TO HANOI

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JANUARY 31 TO FEBRUARY 7 BY A TRADE MISSION FROM
THE CHAMBER OF COMMERCE OF THE PHILIPPINES (CCP).
THE CCP TRADE MISSION WAS THE RESULT OF A PHILIPPINE
PROPOSAL MADE TO SRV VICE MINISTER PHAN HIEN DURING
HIS VISIT TO MANILA LAST JULY TO ESTABLISH DIPLO-
MATIC RELATIONS WITH THE GOP (76 MANILA 10211).

2. IT TOOK THE MISSION THREE DAYS TO GET TO HANOI --
FROM MANILA TO BANGKOK (OVERNIGHT, TO RANGOON
(OVERNIGHT), AND ON AEROFLOT TO HANOI VIA VIENTIANNE.
THE RETURN ALSO TOOK THREE DAYS VIA SAME ROUTE.
THE SRV CHAMBER OF COMMERCE HAD PLANNED A TEN-DAY
SCHEDULE WHICH INCLUDED A VISIT TO DANANG, BUT
BECAUSE OF PRIOR COMMITMENTS THE FILIPINOS OPTED
FOR ONLY TWO DAYS IN HANOI. ROXAS HIMSELF HAD TO
ATTEND HIS FIRST SIME DARBY BOARD MEETING IN KUALA
LUMPUR.

3. THE VIENTIAMESE WERE COURTEOUS AND FRIENDLY, AND
APPARENTLY INTERESTED IN DEVELOPING TRADE AND
COMMERCIAL RELATIONS WITH THEIR NEIGHBORS. THEY
WERE EXPECTING A SINGAPORE TRADE DELEGATION TO FOLLOW

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THE FILIPINOS. AFTER THE GENERAL DISCUSSIONS
ON THE CHAMBER-TO-CHAMBER LEVEL, THERE WERE MEETINGS
WITH THE VARIOUS IMPORT/EXPORT CORPORATIONS WHICH
ARE ORGANIZED ACCORDING TO COMMODITIES.

4. THE VIETNAMESE WERE STILL OPENLY PROUD OF THEIR
VICTORY AND EQUALLY PLEASED WITH THEIR RECONSTRUCTION
OF THE NORTH. THEY CLAIMED THAT THE THREE-YEAR
RECONSTRUCTION PLAN OF 1973-76 HAD RESTORED PRODUC-
TION TO THE 1965 LEVELS EXCEPT FOR A FRE AREAS --
AND THESE THEY CITED AS SUGAR AND CEMENT -- IN WHICH
THEY WERE INTERESTED IN IMPORTING FROM THE PHILIPPINES.
ROXAS COMMENTED THAT HE WAS GREATLY IMPRESSED WITH
THE RECONSTRUCTION AND THE VIETNAMESE DRIVE WHICH
HE COMPARED WITH THAT OF THE SOUTH KOREANS.
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5. AS FOR PAYMENT PROCEDURES, THE VIETNAMESE PRE-
FERRED DONOMINATING PRICES IN FRENCH FRANCS BUT
WOULD ACCEPT DUTCH GUILDERS AND POUND STERLING
THROUGH THE BANQUE NATIONALE DE PARIS BRANCH IN HONG
KONG. THEY EXPRESSED A PREFERENCE FOR SIGHT DRAFTS, DECLINING
ANY RESORT TO USANCE TERMS ON EITHER SIDE.

6. ROXAS STATED THAT AT ONE POINT HE MENTIONED THE
DIFFICULTY WHICH ALL COUNTRIES IN THE AREA FACE,
THAT IS, THEY PRODUCE AND EXPORT BASICALLY THE SAME
COMMODITIES. HOWEVER, THE ASEAN COUNTRIES WERE NOW
FORMULATING AREAS FOR ECONOMIC COOPERATION WHICH
INCLUDED ASEAN PROJECTS AS WELL AS COMPLEMENTATION
SCHEMES. ROXAS POINTED OUT THAT THE AUSTRALIANS
ARE INTERESTED AND ARE PREPARING TO COOPERATE IN
ASEAN COMPLEMENTATION SCHEMES, AND ASKED WHAT THE
ATTITUDE OF THE VIETNAMESE WOULD BE.

7. SRV CHAMBER DIRECTOR-GENERAL XUAN REPLIED WITHOUT
HESITATION THAT THE SRV WAS PREPARED TO HARMONIZE
ITS TRADE WITH THE DEVELOPING INDUSTRIALIZATION OF
THE ASEAN COUNTRIES. HE CITES AS AN EXAMPLE
TRACTOR PARTS FROM ASEAN COUNTRIES. ROXAS CON-
SIDERED THE REPLY, WHICH WAS NOT PURSUED FURTHER, AS
SIGNIFICANT, AS IT WAS CLEAR AND DIRECT. HE HAD
NOTICED THAT ON OTHER OCCASIONS THE VIETNAMESE WOULD
LAPSE INTO GENERALITIES ON FRIENDSHIP AND TRADE
WHENEVER THEY DID NOT KNOW THE ANSWER OR DID NOT
WANT TO PROVIDE A DIRECT ANSWER.

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8. OF THE VIETNAMESE PRODUCTS FOR EXPORT, THE
FILIPINOS WERE INTERESTED ONLY IN ANTHRACITE AND SALT,
AND MILDLY SO IN MANGANESE AND TIN. MARIA
CRISTINA CARBIDE IS ALREADY IMPORTING ANTHRACITE COAL
WHICH IS USED AS A SOURCE FOR CARBON FOR
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ITS FERRO-ALLOY PRODUCTION. THESE SHIPMENTS WERE
ARRANGED BY TABACALERA TRADING IN HONG KONG WITH
PAYMENT VIA THE BANQUE NATIONALE DE PARIS IN FRENCH
FRANCS.

9. THE VISIT CONCLUDED WITH THE SIGNING OF AN AGREE-
MENT ON COOPERATION AND DEVELOPMENT OF TRADE BETWEEN
THE TWO CHAMBERS. OTHERWISE, ROXAS CONCLUDED, THE
RESULTS OF THE TRADE MISSION DID NOT LIE IN ANY COM-
MERCIAL DEALS BUT IN THE DEVELOPMENT OF PERSONAL
CONTACTS AND RELATIONSHIP BETWEEN THE TWO CHAMBERS.
IN OTHER WORDS, THE PROSPECTS FOR TRADE ARE SLIM,
BUT THE DEVELOPMENT OF RELATIONS IS CONTINUING.
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